



2021
MAY

CITY OF GUELPH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

Demand remained extremely high for real estate in the City of Guelph for the month of May. Supply also continued to increase, allowing for sales volumes to move up. With listings staying on the market for shorter periods of time, there is no sign of sales activity slowing down in the coming months.



May year-over-year sales volume of \$222,877,467

Up 144.75% from 2020's \$91,064,318 with unit sales of 285 up 80.38% from last May's 158. New listings of 377 are up 63.2% from a year ago, with the sales/listing ratio of 75.6% up 7.2%.



Year-to-date sales volume of \$1,040,028,970

Up 115.73% from 2020's \$482,090,669 with unit sales of 1,357 up 65.09% from 2020's 822. New listings of 1,733 are up 47.24% from a year ago, with the sales/listing ratio of 78.3% up 8.46%.



Year-to-date average sale price of \$760,143

Up from \$586,953 one year ago with median sale price of \$710,900 up from \$569,450 one year ago. Average days-on-market of 10.8 is down 9.8 days from last year.

MAY NUMBERS

Median Sale Price

\$740,000

+24.84%

Sales Volume

\$222,877,467

+144.75%

Unit Sales

285

+80.38%

New Listings

377

+63.2%

Expired Listings

17

-22.73%

Unit Sales/Listings Ratio

75.6%

+7.2%

*Year-over-year comparison
(May 2021 vs. May 2020)*

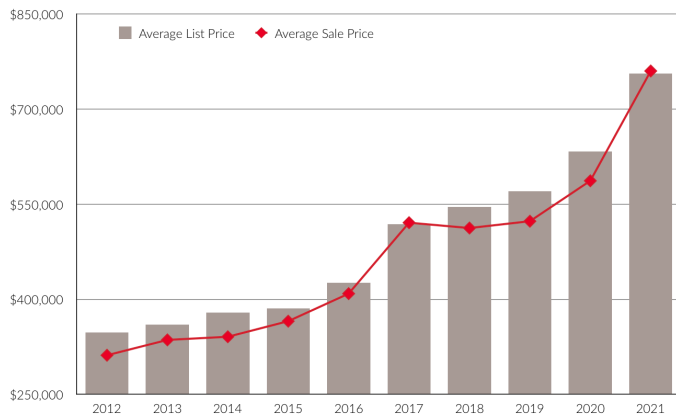


THE MARKET IN DETAIL

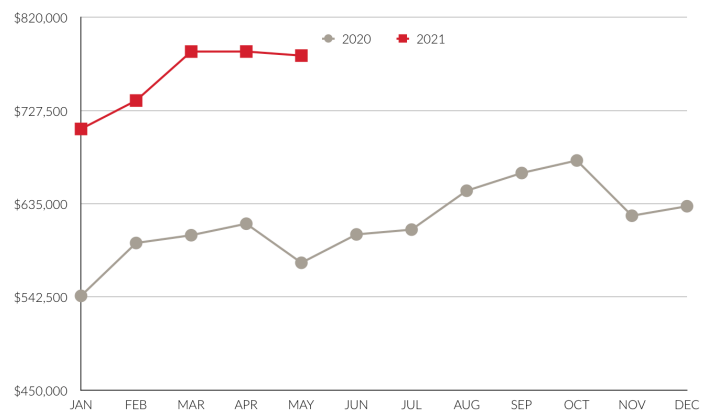
	2019	2020	2021	2020-2021
YTD Volume Sales	\$514,720,364	\$482,090,669	\$1,040,028,970	+115.73%
YTD Unit Sales	975	822	1357	+65.09%
YTD New Listings	1,520	1,177	1,733	+47.24%
YTD Sales/Listings Ratio	64.14%	69.84%	78.3%	+8.46%
YTD Expired Listings	108	73	42	-42.47%
May Volume Sales	\$145,749,318	\$91,064,318	\$222,877,467	+144.75%
May Unit Sales	268	158	285	+80.38%
May New Listings	398	231	377	+63.2%
May Sales/Listings Ratio	67.34%	68.4%	75.6%	+7.2%
May Expired Listings	24	22	17	-22.73%
YTD Sales: Under \$0-\$199K	4	3	2	-33.33%
YTD Sales: Under \$200K-\$349K	121	40	13	-67.5%
YTD Sales: Under \$350K-\$549K	476	347	238	-31.41%
YTD Sales: Under \$550K-\$749K	283	322	536	+66.46%
YTD Sales: Under \$750K-\$999K	78	88	412	+368.18%
YTD Sales: \$1M+	13	22	159	+622.7%
YTD Average Days-On-Market	25	20.6	10.8	-47.57%
YTD Average Sale Price	\$523,192	\$586,953	\$760,143	+29.51%
YTD Median Sale Price	\$496,750	\$569,450	\$710,900	+24.84%

Wellington County MLS Sales and Listing Summary
2019 vs. 2020 vs. 2021

AVERAGE SALE PRICE

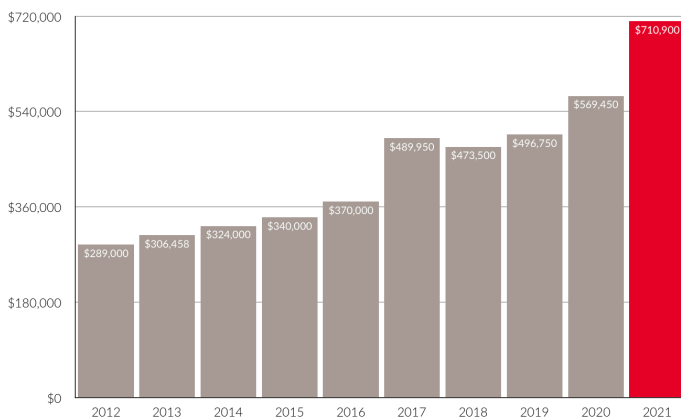


Year-Over-Year

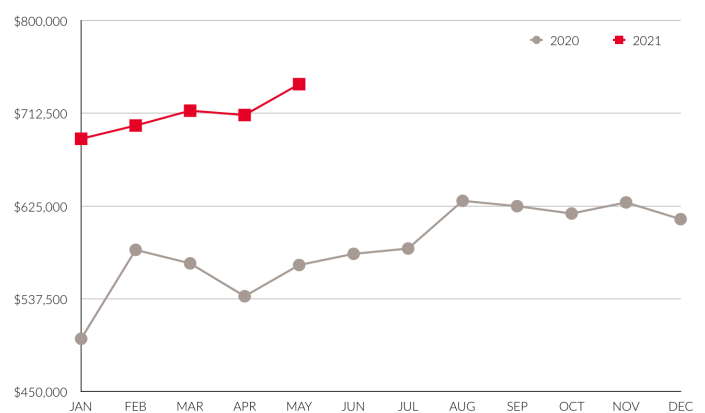


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



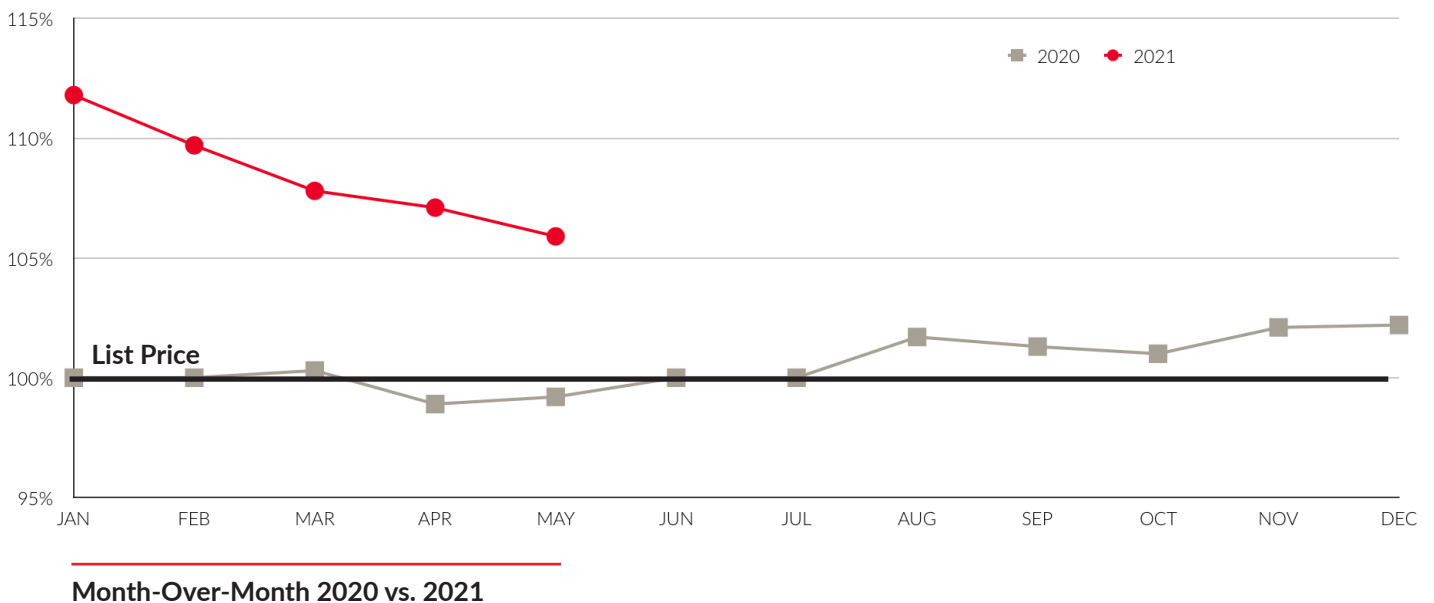
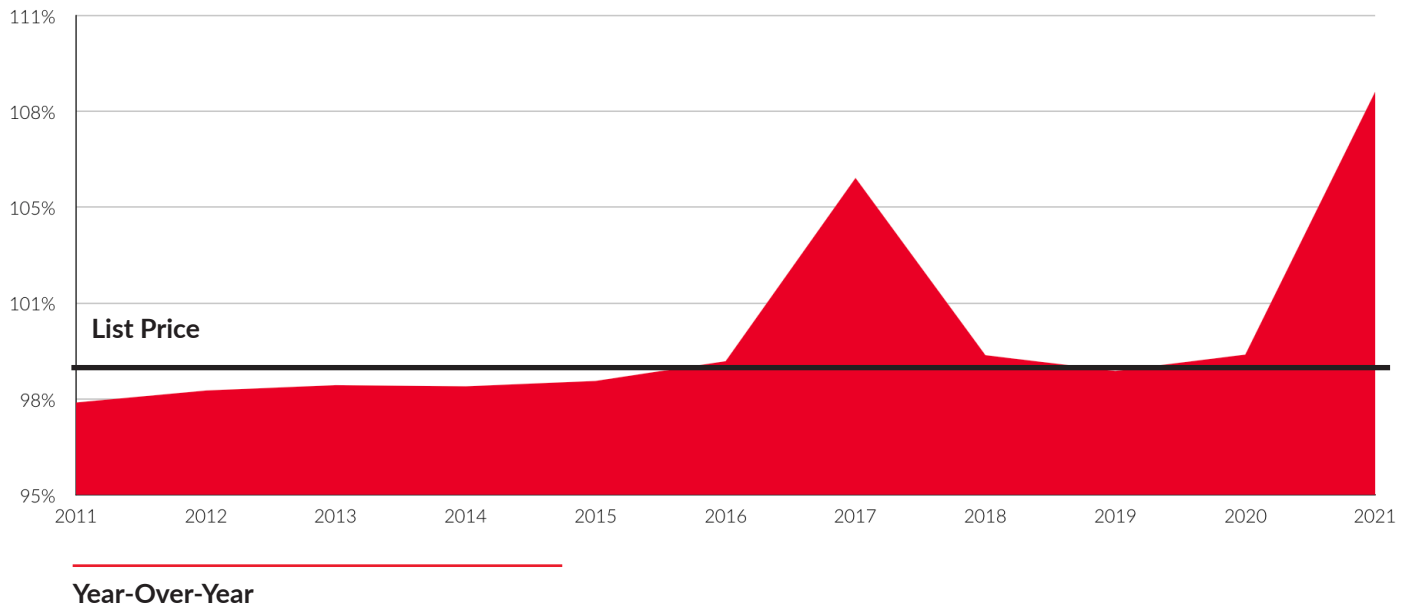
Year-Over-Year



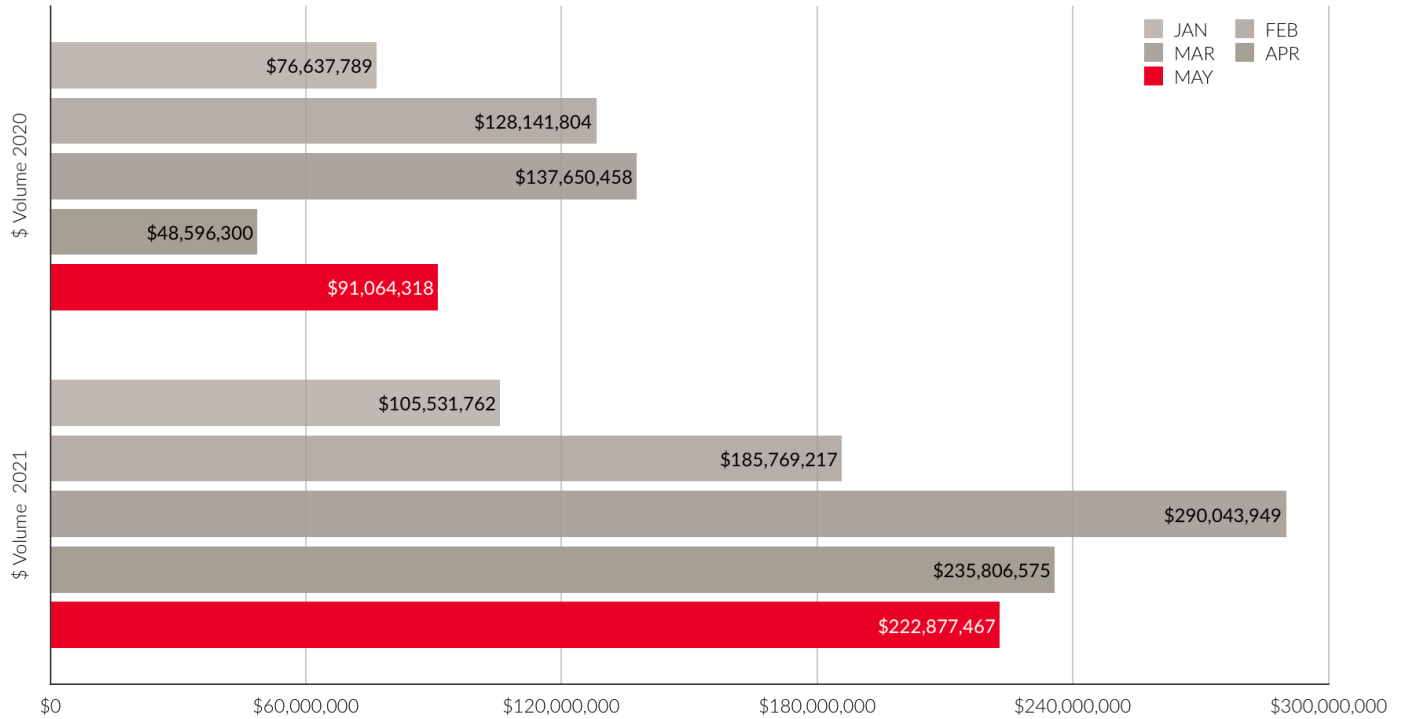
Month-Over-Month 2020 vs. 2021

* Median sale price is based on residential sales (including freehold and condominiums).

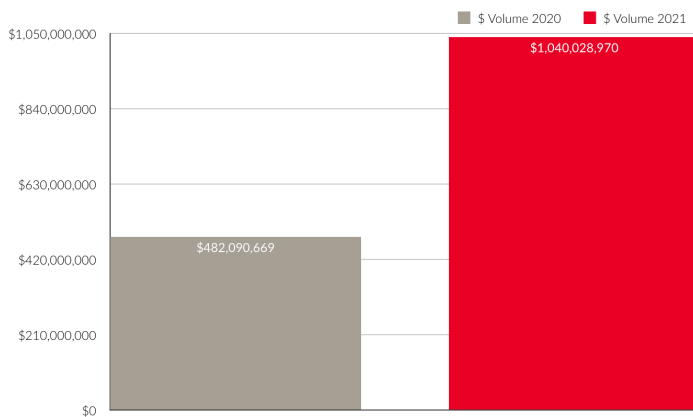
SALE PRICE VS. LIST PRICE RATIO



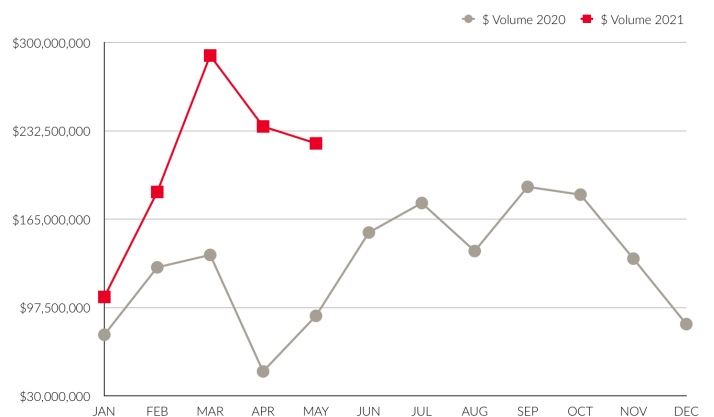
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

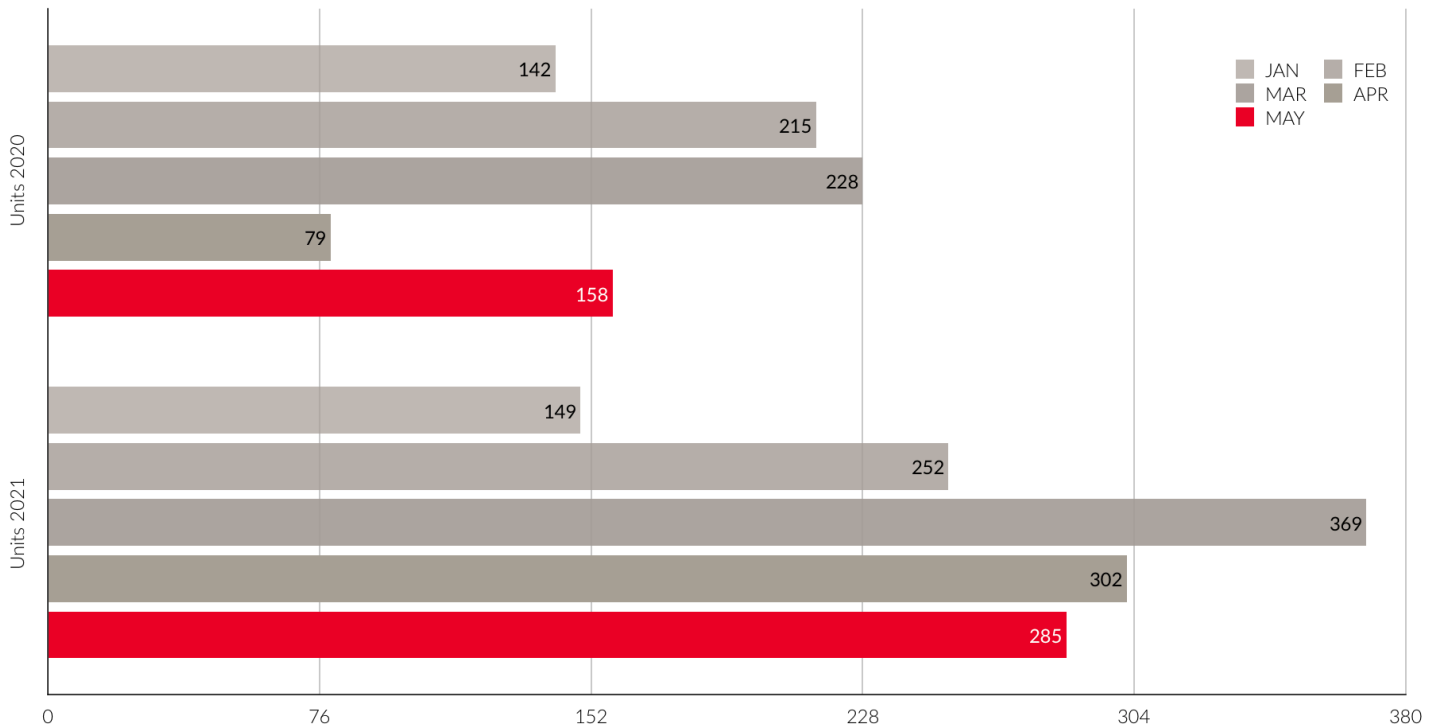


Yearly Totals 2020 vs. 2021

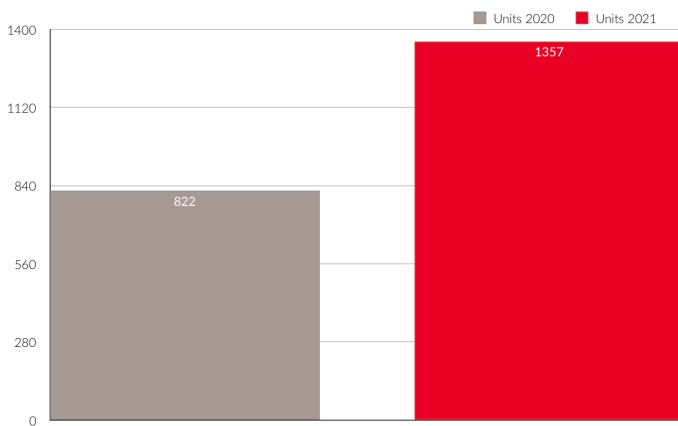


Month vs. Month 2020 vs. 2021

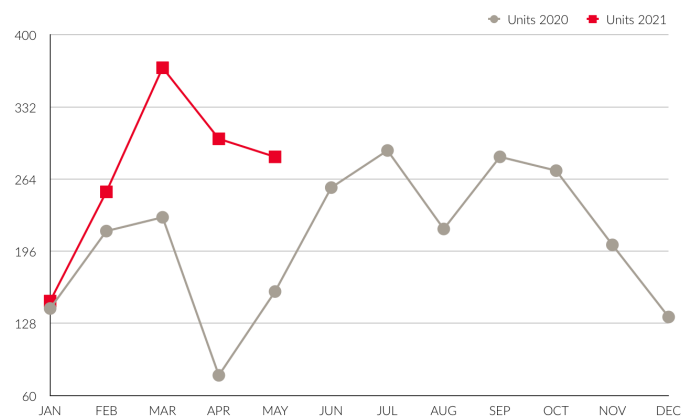
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



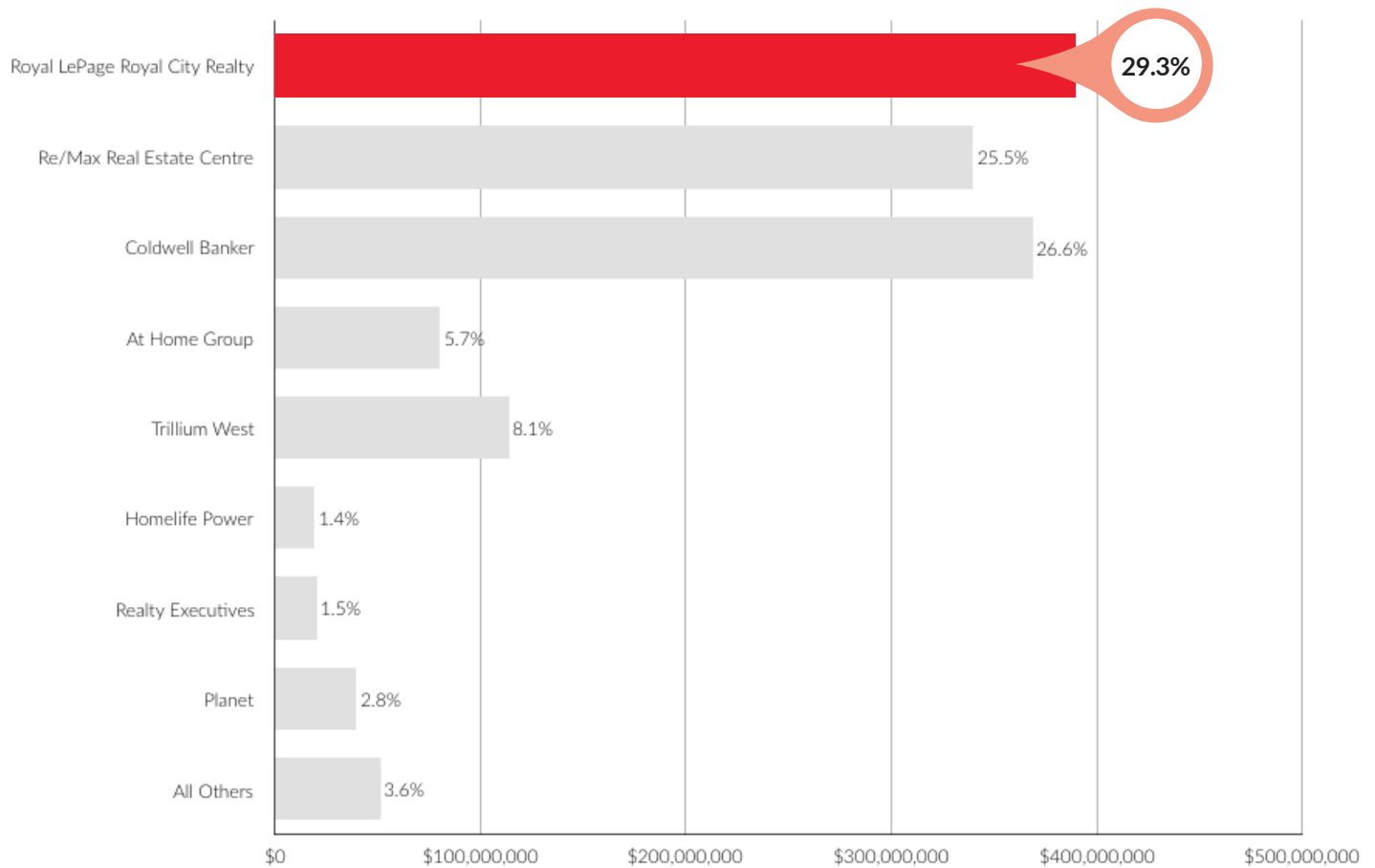
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$710,391,426 +109.42%	 \$263,972,212 +124.62%	 \$4,707,500 +230.4%
YTD Unit Sales	 840 +58.49%	 467 +74.91%	 7 +250%
YTD Average Sale Price	 \$845,704 +32.13%	 \$565,251 +28.42%	 \$672,500 -5.61%
May Sales Volume	 \$162,866,825 +124.03%	 \$51,499,142 +193.44%	 \$542,500 Up from 0
May Unit Sales	 186 +60.34%	 89 +122.5%	 1 Up from 0

Year-Over-Year Comparison (2021 vs. 2020)



MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
May 2021



10 YEAR MARKET ANALYSIS



Units Sold



OUR LOCATIONS



ELORA

519-846-1365
9 Mill Street East, Elora



FERGUS

519-843-1365
840 Tower Street S., Fergus



GUELPH

519-824-9050
848 Gordon Street Unit 101, Guelph



GUELPH

519-821-6191
214 Speedvale Ave W., Guelph



GUELPH (COMMERCIAL)

519-836-8060
1467 Gordon Street Unit L1, Guelph



ROCKWOOD

519-856-9922
118 Main Street S., Rockwood



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